

Welcome from the Dean

Welcome to a new academic year at JMSB. I would like to extend a warm welcome to our new faculty and to congratulate our current faculty members on their newly appointed professorships. This edition of the Research Bulletin presents the most recent research achievements by our faculty and graduate students. I continue to be impressed by the depth and diversity of the knowledge creation at JMSB.



Sanjay Sharma, Dean, JMSB

I am proud of the strong JMSB presence at the 2010 Academy of Management Annual Meeting held in Montreal last summer. Our faculty and students participated as presenters, workshop facilitators, chairs, committee members, contributors, and city hosts! One of our faculty, Gary Johns, was inducted as a Fellow of the Academy at a special Fellows dinner. He now ranks among the 1% of the 19,000 Academy members named Fellow, and is the seventh Canadian to be inducted since the Academy's inception in 1936.

This year's AOM conference theme magazine was a collaboration between the AOM and *L'itinéraire*, a publication that supports and empowers Montreal's homeless community. Paul Shrivastava served as Editor and oversaw the production of the booklet which was delivered to over 10,350 attendees. The magazine captured several initiatives by JMSB faculty, staff and students. In addition, the AOM's annual service project, with the YWCA Montreal, was organized and managed by doctoral students, Gwyneth Edwards, Melanie-Ann Robinson, Magda Donia, and faculty Charles Cho, a board member on the YWCA.

This fall, JMSB hosted the second Annual Graduate Research Exposition (AGRE). Supporters from academia, the Concordia alumni network, JMSB donors and the business community were there to meet students and judge posters. The AGRE also underscored the close collaboration between our students and faculty. JMSB's supportive faculty and staff and personal attention to students are important elements that ensure a rich learning experience for all students.

I wish to thank the faculty and students for another productive year of exciting and ground-breaking research. JMSB's research output continues to garner many accolades in academia and in the media. Your collective dedication to creating new knowledge plays an integral role in JMSB's overall success.

Sanjay Sharma
Dean

Message from the Editor

I am excited to present the 6th edition of the JMSB Research Bulletin. JMSB researchers have continued to succeed in publishing their work in the highest ranked peer-reviewed journals and present their research at prestigious conferences. In this issue we present an overview of the achievements in terms of journal and other publications, research awards, grants and conference proceedings for the six month period ending on September 30.



Editor: Harjeet S. Bhabra,
Associate Dean - Research and
Research Programs

The support for research in JMSB received a significant boost with the establishment of several new professorships in the current academic year. These include the RBC Professorships in Responsible Organizations, Work Motivation, Relationship Marketing, Financial Derivatives, and Inter-Organizational Governance, the Manulife Professorship in Financial Planning, and the Laurentian Bank Professorship in Risk Management. We congratulate the individuals appointed to these positions and thank the donors for their generous financial support that has made this possible.

Our visiting speaker series continues to bring high profile speakers to the school. In September, the David O'Brien Centre for Sustainable Enterprise sponsored the visit of Dr. Timo Busch of the Swiss Federal Institute of Technology (ETH) in Zurich, Switzerland, who presented "Carbon Constraints and Corporate Performance." Mr. Luc Ménard talked about Venture Capital and Private Equity in Quebec in October. The event was sponsored by the Desjardins Center for Innovation in Business Finance.

I would like to thank Dr. Lorne Switzer, the previous editor of the JMSB Research Bulletin, for his many contributions to enhancing the research productivity in the Faculty during his tenure. I would also like to thank Mai-Gee Hum and Arlene Segal for their help in putting this bulletin together. Finally, I would like to thank all the faculty members who have contributed to this issue and congratulate them on their achievements. We look forward to many more success stories in future editions.

Harjeet S. Bhabra
Associate Dean - Research and Research Programs

New Hire Profiles



Xiao Huang,
Assistant Professor,
Department of DS & MIS

Xiao Huang
Assistant Professor
Department of Decision Sciences/MIS

Besides Business Administration, Dr. Huang has a background in Electronic Engineering and Mathematical Finance. She pursued her doctoral degree at the Marshall School of Business at the University of Southern California and studied operations management. Her thesis focused on game theoretical models in supply chain management. With general interest in competition and cooperation in supply chains, she spent the last year at McGill University as a research fellow modeling supplier alliance structures under unstable market conditions prior to her arrival at JMSB. Dr. Huang uses a “big picture” analogy to describe supply chain management and cites the importance of connecting SCM with different business functions. To her, it is critical to link SCM with the marketing function, as SCM helps materialize the demand generated by the marketing function via relevant supply policies and effective controls. Among her current research projects, Dr. Huang is presently examining Priceline.com’s “Name-Your-Own-Price” mechanism. She is interested in learning how this mechanism affects competing suppliers’ operational decisions and what impact it has on the industry.



Ohjin Kwon,
Assistant Professor,
Department of Marketing

Ohjin Kwon
Assistant Professor
Department of Marketing

Dr. Ohjin Kwon began his university studies in administration and statistics but chose to complete his PhD in Business Administration in Marketing at the University of Southern California’s Marshall School of Business. His dissertation focused on product trade-ins and the implications for consumer demands and retailer behaviour. Today, Dr. Kwon’s research seeks to understand and model consumers’ decision making and its implications for retailer behaviour by using econometric tools for empirical analysis. In other words, his works aims to develop new quantitative models or frameworks to describe and predict consumer purchase decisions so firms can better understand the needs of the consumer and market. Dr. Kwon is currently working on several

research projects; among them is the development of a spatial autoregressive probit model which examines consumer product preferences in relation to marketing mix responsiveness. His research looks at how the preferences and mix co-vary with those of other consumers based on their relative proximity. Using automobile transaction data, Dr. Kwon found that a previous purchase made by a particular consumer can explain and predict the future choices of the focal consumer and those of other consumers as well. His proposed model has presented solid findings and predicts consumer choices more accurately than other previously developed models. Dr. Kwon plans to extend his research by exploring the implications of the retailers’ trade-in programs on the competitive structure of the market; and by applying his spatial model to study new product diffusion processes.

Research Awards

Yao, Y. and **Appelbaum, Steven H.**, CEO Compensation as a Process and a Product of Negotiation, *Corporate Governance: The International Journal of Business in Society*, 9:3 (2009): 298-312, recognized as among Top Ten Download List on Social Science Research Network.

Pain, Guillaume, awarded the 2010 International Alliance for Human Resources Research Best Master’s Thesis Award and \$2,000 prize by Human Resources Professional Association of Ontario.

Yu, Jisun, *Liability of Foreignness and the Growth of an Industry: A Dynamic Approach. Best Paper Proceedings, Academy of Management Annual Meeting, Montreal, QC* (Aug 2010).

Yu, Jisun, Past President’s Research Award, *Liability of Foreignness and Growth of an Industry: A Dynamic Approach to Studying the Korean Asset Management Industry. Administrative Sciences Association of Canada (ASAC), Regina, SK* (May 2010).



Jisun Yu,
Assistant Professor,
Department of Management

External Grants



Steven Appelbaum,
Professor,
Department of Management

Arsel, Zeynep, *Consumer Storytelling in Social Media*. Fond Québécois de Recherche Sur la Société et Culture (FQRSC) Establishment of New Researchers Grant, \$38,300 (2011-2013).

Bolloorforoosh, Ali (PhD candidate, Finance), recipient of an SSHRC doctoral fellowship, \$20,000 (2010-2011).

Croteau, Anne-Marie (PI), Raymond, L. and Bergeron, F., *Trade-off between Integration and Flexibility when Innovating with Information Technologies*, SSHRC, \$122,000 (2010-2013).

Kim, Hakkyun, *To be certainly poor rather than risk being rich: impact of concerns of being stereotyped on investment decisions*, SSRHC, \$24,290 (2010)

Lamertz, Kai and Wassmer, Ulrich, *Emergence, development, and outcomes of multi-partner alliance networks: Evidence from the global air transportation industry*. SSHRC, \$71,776 (2010-2013).

Dubé, L. (Lead PI.), **LeBel, Jordan L.** (Team member), D. Buckeridge, D., Hammond, R., *Building capacity for furthering the economic and social case for investment in chronic non-communicable disease prevention and health promotion*. Public Health Agency of Canada, \$1,000,000 (2009-2014).

Dubé, L. (Lead PI.) and **LeBel, Jordan L.** (Collaborator). *Foundational Work for Web-Supported Self-Management of Impulse Eating: Neurobiological and Multi-Level Risk Factors*. Fond de la Recherche en Santé du Québec - Subvention Recherches en santé et société, \$401,984 (2009-2012).

Vidyarthi, Navneet (PI), *An Integrated Network Design and Inventory Management in Service Parts Logistics Systems: Models and Solution Approaches*. Natural Sciences and Engineering Research Council of Canada Individual Discovery Grant, \$ 100,000 (2010-15).

Articles

Arsel, Zeynep and Thompson, C.J., *Demythologizing Consumption Practices: How Consumers Protect their Field-Dependent Identity Investments From Devaluing Marketplace Myths*. *Journal of*

Consumer Research, published online Aug 26 2010,(forthcoming in February 2011).

Beaudry, Anne and Pinsonneault, A. The Other Side of Acceptance: Studying the Direct and Indirect Effects of Emotions on Information Technology Use. *MIS Quarterly*, 34:4 (forthcoming Dec 2010).

Glomb, T.G., **Bhave, Devasheesh P.**, Miner, A., and Wall, M., *Doing good, feeling good: Examining the role of organizational citizenship behaviors in regulating mood*. *Personnel Psychology* (forthcoming).

Bélisle, J-F. and H. **Onur Bodur**, *Avatars as Information: Perception of Consumers Based on Their Avatars in the Virtual World*. *Psychology & Marketing*, 27:8 (2010): 741-765.

Brivot, Marion, *Controls of knowledge production, sharing and use in bureaucratized professional service firms*. *Organization Studies* (accepted for publication).

Carney, Michael and Gedajlovic, E., *Markets, Hierarchies, and Families: Toward a Transaction Costs Theory of the Family Firm*. *Entrepreneurship Theory & Practice* (in press, 2010).

Carney, Michael, Gedajlovic, E., Huegens, P., Van Essen, M., van Oosterhout J. (Hans), *Business Group Affiliation, Performance, Context, and Strategy: A Meta Analysis*. *Academy of Management Journal* (in press, 2010).

Carney, Michael, Gedajlovic, E. and Sur, S., *Corporate Governance and Stakeholder Conflict*. *Journal of Management & Governance* (in press 2010). Printed online DOI 10.1007/s10997-010-91354

Awasthi, A., **Chauhan, Satyaveer S.**, and **Goyal, Suresh K.**, *A fuzzy multicriteria approach for evaluating environmental performance of suppliers*. *International Journal of Production Economics*, 126:2 (2010): 370-378.

Cho, C.H., Roberts, R.W., and Patten, D.M. *The Language of U.S. Corporate Environmental Disclosure*. *Accounting, Organizations and Society*, 35:4 (2010): 431-443.

Gagné, Marylène, Forest, J., Gilbert, M.-H., Aubé, C., Morin, E. and Malorni, A.,



Jordan LeBel,
Associate Professor,
Department of Marketing



Marylène Gagné,
Associate Professor,
Department of Management

The motivation at work scale: Validation evidence in two languages. *Educational and Psychological Measurement*, 70:4 (2010): 628-646.

Ryan, R.M., Weinstein, N., Bernstein, J., Brown, K.W., Mistrella, L., and **Gagné, Marylène**, Vitalizing effects of being outdoors and in nature. *Journal of Environmental Psychology*, 30 (2010): 159-168.

Fernet, C. and **Gagné, Marylène**, How do work motivation and social support predict job burnout over time? *Journal of Organizational Behavior* (in press).

Dutta, S., Sarmah, S.P. and **Goyal, Suresh K.**, Evolutionary stability of auction and supply chain contracting: An analysis based on disintermediation in the Indian tea supply chains. *European Journal of Operational Research*, 207:1 (2010): 531-538.

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Hine, M.J., Murphy, S.A., Weber, M. and **Kersten, Gregory E.**, The Role of Emotion and Language in Dyadic E-negotiations. *Group Decision and Negotiation*, 18:3 (2010):193-211.

Chan, C.K., Lee, Y.C.E. and **Goyal, Suresh K.**, A delayed payment method in Co-ordinating a single-vendor multi buyer supply chain. *International Journal of Production Economics*, 127 (2010): 95-102.

Kapur, P.K., Gupta, A., **Goyal, Suresh K.**, and Jha, P.C., Software Quality Assurance using Software Reliability Growth Modelling: State of the Art, *International Journal of Business Systems*, 6: 4 (2010): 463-496.

Kryzanowski, Lawrence and Mohsni, S., Capital returns, costs and EVA for Canadian firms. *North American Journal of Economics and Finance* (in press 2010).

Kryzanowski, Lawrence, Lazrak, S. and **Rakita, Ian**, Behavior of liquidity and returns around Canadian seasoned equity offerings. *Journal of Banking and Finance*, 34:12 (2010): 2954-2967.

Laroche, Michel, Globalization, Culture and Marketing Strategy: Introduction to the Special Issue. *Journal of Business Research* (forthcoming, 2011).

Laroche, Michel, Nepomuceno, M. and Richard, M-O., Comparing the Use of Humor in Magazine Advertising in the U.S.A., China, and France. *Journal of Advertising Research* (forthcoming, 2011).

Cleveland, M., Kalamas, M. and **Laroche, Michel**, 'It's Not Easy Bein' Green': Green Creeds, Green Deeds, and Internal Environmental Locus of Control. *Psychology and Marketing* (forthcoming, 2011).

Mazaheri, E., Richard, M-O. and **Laroche, Michel**, Investigating the Moderating Impact of Hedonism on Online Consumer Behavior. *Journal of the Global Academy of Marketing Science*, 20: 2 (2010):123-134.

Mazaheri, E., Richard, M-O. and **Laroche, Michel**, Online Consumer Behavior: A Comparison between Canadian and Asian Website Visitors. *Journal of Business Research* (forthcoming, 2011).

LeBel, Jordan, Le marketing alimentaire en évolution : une occasion pour les diététistes? *Nutrition – Science en évolution*, 7:2 (2009):7-10.

Cormier, D., Aerts, W., Ledoux, M.-J., **Magnan, Michel**, Web-based disclosure about value creation processes: A monitoring perspective . *Abacus*, 46:3 (2010): 320-347.

Thomas, J.D.E. and **Morin, Danielle**, Technological supports for onsite and distance education and students' perceptions of acquisition of thinking and team-building skills. *International Journal of Distance Education Technologies*, 8: 2 (2010): 1-13.

Peltier-Rivest Dominic, Prévention et détection des fraudes: Que font les organisations canadiennes? *Gestion: Revue internationale de gestion*, 35:2 (2010) : 23-34.

Peltier-Rivest Dominic, La fraude. *Gestion: Revue internationale de gestion* 35:2 (2010) : 21-22.

Khoury, N., **Perrakis, Stylianos**, Savor, M., Competition, interlisting and market structure in options trading . *Journal of Banking and Finance*, 35:1 (2011): 104-117.

Perrakis, Stylianos, Constantinides, G., **Czerwonko, Michal** and Jackwerth, J., Are Options on Index Futures Profitable for Risk Averse Investors? Empirical Evidence. *Journal of Finance* (forthcoming), advance publication at www.afajof.org/journal/forthcoming.asp



Gad Saad,
Professor,
Department of Marketing



H. Onur Bodur,
Associate Professor,
Department of Marketing

Perrakis, Stylianos, Khoury, N., and Savor, M., PIP Transactions, Price Improvement, Informed Trades and Order Execution Quality. *European Financial Management*, 16:2 (2010): 211-228.

Qi, Yaxuan, Roth, J. and Wald, J.K., How laws affect contracts: empirical evidence from Yankee bond covenants. *Journal of International Business Studies*, 95:2 (2010): 202-226 .

Naguib, R. and **Ratiu, Catalin**, What lies between global efficiency and local adaptation? Understanding the social responsibility of multinational firms. *International Journal of Business Strategy*, 10:2 (2010):104-118.

Khataie, A.H., Bulgak, A.A., **Segovia, Juan J.**, A new mathematical approach in integration of activity-based costing information in supply chain order management. *2009 International Conference on Computers and Industrial Engineering*, CIE 2009, art. no. 5223744, pp. 945-950.

Sharma, Pramodita, Strategic entrepreneurial behaviors in family businesses. *International Journal of Entrepreneurship and Innovation Management* (in press). Special issue on Entrepreneurial behavior in family businesses. Special issue co-editors: Timo Pihkala, Markku Ikävalko and Sascha Kraus.

Sharma, Pramodita and Sharma, Sanjay, Drivers of proactive environmental strategy in family firms. *Business Ethics Quarterly* (BEQ) (in print).

Montemerlo, D. and **Sharma, Pramodita**, Factors influencing the stocks and flows of bonding social capital in family firms. *International Journal of Entrepreneurial Venturing* (IJEV) (in print).

Salvato, C., Chirico, F., and **Sharma, Pramodita**, A farewell to the business: Championing exit and continuity in entrepreneurial family firms. *Entrepreneurial and Regional Development*. Special issue on Entrepreneurial families and family firms. 22:3/4 (2010): 321-348.

Tse, T., **Soufani, Khaled**, Achieving strategic innovation through dilemma reconciliation. *International Journal of Management Practice*, 4:2 (2010): 117-133.

Stenstrom, Eric, Saad, Gad, Nepomuceno, Marcelo and Mendenhall, Zack, Testosterone and domain-specific risk: Digit ratios (2D:4D and rel2) as predictors of recreational, financial, and social risk-taking behaviors. *Personality and Individual Differences* (in press).

Switzer, Lorne, The Behaviour of Small Cap vs. Large Cap Stocks in Recessions: Empirical Evidence for the United States and Canada. *North American Journal of Economics and Finance* (forthcoming).

Switzer, Lorne and Bourdon, J-F., Management Quality and Operating Performance: Evidence for Canadian IPOs. *International Journal of Business* (forthcoming).

Switzer, Lorne and Omelchak, A., Are there Benefits from Dynamic Asset Allocation Strategies across Hedge Funds. *Journal of Portfolio Management* (forthcoming 2011).

Pathak, J. and **Vidyarthi, Navneet**, Cost Framework for Evaluation of Information Technology Alternatives for Supply Chain. *International Journal of Strategic Decision Sciences* (forthcoming 2010).

Presentations

Arsel, Zeynep and Dobscha, S., *Local Acts, Global Impacts?: Examining the Pro-Social, Non-Reciprocal Nature of Freecycle*. European Association for Consumer Research Conference, London, UK (Jul 2010).

Arsel, Zeynep and Bean, J., *Collective Taste Making: Analyzing Apartment Therapy Narrative*. Consumer Culture Theory Conference, Madison, WI (Jun 2010).

Bhave, Devasheesh P. and Kramer, A., *Pay satisfaction and work-family conflict across time*. In Leslie A. Toombs. (Ed.), Proceedings of the Seventieth Annual Meeting of the Academy of Management 2010, Montreal, QC (Aug 2010). (CD), ISSN 1543-8643.

Bhave, Devasheesh P., Welsh, E.T. and Kim, K., *Gender and mentoring: Unraveling the disparity between theoretical predictions and empirical results*. European Academy of Management Conference, Rome, Italy (May 2010).

Kim, E., **Bhave, Devasheesh** and Glomb, T.G., *The cross-level effects of workplace diversity on*



Gregory Kersten,
Professor,
Department of DS & MIS



Marion Brivot,
Assistant Professor,
Department of Accountancy

emotional regulation. Annual Meeting of the Academy of Management, Montreal, QC (Aug 2010).

Welsh, E.T., **Bhave, Devasheesh P.** and Kim, K., *Do women really receive as much mentoring as men? Unraveling the disparity between theoretical predictions and empirical results.* Annual Meeting of the Academy of Management, Montreal, QC (Aug 2010).

Bodur, H. Onur, Belisle, J-F. and da Silva, D.M.L., *What Does My Avatar Say About Me? Consumer Self Presentation In Virtual Worlds.* In (Ed.), Proceedings of the 39th Annual Conference of the European Marketing Academy (EMAC), European Marketing Academy, Copenhagen, Denmark (Jun 2010).

Bélisle, J-F. and **Bodur H. Onur**, *Les Avatars en Tant que Sources d'Informations: Perception des Utilisateurs Basée sur Leur Avatar dans les Univers Virtuels.* In (Ed.), 78^e Congrès annuel de l'ACFAS, Montreal, QC (May 2010).

Boulianne, Emilio, *Impact of Accounting Software Utilization on Students Performance*, European Accounting Association Annual Congress, Istanbul, Turkey (May 2010).

Brivot, Marion, *New modes of control in bureaucratized professional service firms.* Published in the Best Papers Proceeding of the annual meeting of the Academy of Management, Montreal, QC (Aug 2010).

Brivot, Marion and Gendron, Y., *Seeing, showing off and being seen: on the ramifications of panoptical surveillance in contemporary society.* Published in the proceedings of the 31st annual congress of the Association Francophone de Comptabilité (AFC), Nice, France (May 2010).

Brivot, Marion and Gendron, Y., *Seeing, showing off and being seen: on the ramifications of panoptical surveillance in contemporary society.* 33rd annual congress of the European Accounting Association (EAA), Istanbul, Turkey (May 2010).

Brivot, Marion and Gendron, Y., *Seeing, showing off and being seen: on the ramifications of panoptical surveillance in contemporary society.* Colloquium Comptabilité, multivocauté et diversité, Rouen, France (May 2010).

Brutus, Stéphane and Wassmer, Ulrich, *An analysis of self-reported limitations and*

future research directions in management research. Annual Meeting of the Academy of Management, Montreal, QC (Aug 2010).

Gedajlovic, E. and **Carney, Michael**, *Markets, Hierarchies, and Families: Toward a Transaction Costs Theory of the Family Firm.* Published in Best Paper Proceedings: Entrepreneurship Division, Academy of Management Annual Conference, Montreal, QC (Aug 2010).

Carney, Michael, Gedajlovic, E., Huegens, P., Van Essen, M., van Oosterhout, J. (Hans), *Business Group Performance, Context, and Strategy: A Meta Analysis.* Published in Best Paper Proceedings: Business Policy Division, Academy of Management Annual Conference, Montreal, QC (Aug 2010).

Van Essen, M., **Carney Michael**, Gedajlovic, E. and Huegens, P., *Do US public-listed family-controlled firms differ? Does it matter? A meta-analysis.* Presented at International Family Enterprise Research Academy Meeting Lancaster, UK (Jul 2010).

Chen, Eva and Kersten, Gregory, *Collaborators and Competitors Negotiating in Profit and Costs Frames.* Proceedings of the Group Decision and Negotiation Conference, Delft, Netherlands (Jun 2010).

Cho, Charles H., Martens, M., Kim, H., and Rodrigue, M., *Astroturfing Global Warming: It Isn't Always Green on the Other Side of the Fence.* Colloque "Comptabilité, Multivocauté et Diversité", Rouen, France (May 2010).

Cho, Charles H., Martens, M., Kim, H., and Rodrigue, M., *Astroturfing Global Warming: It Isn't Always Green on the Other Side of the Fence.* 2010 Greening of Industry Network Conference, Seoul, South Korea (June 2010).

Cho, Charles H., Martens, M., Kim, H., and Rodrigue, M., *Astroturfing Global Warming: It Isn't Always Green on the Other Side of the Fence.* 2010 International Federation of Scholarly Associations of Management Conference, Paris, France (Jul 2010).

Cho, Charles H., Michelon, G., and Patten, D.M., *Impression Management in Sustainability Reports: An Empirical Investigation of the Use of Graphs.* 2010 Canadian Academic Accounting Association Annual Conference, Vancouver, British Columbia, Canada (May 2010).

Cho, Charles H., Michelon, G., and Patten, D.M., *Impression Management in Sustainability*



Emilio Boulianne,
Associate Professor,
Department of Accountancy



Michel Laroché,
Professor,
Department of Marketing

Reports: An Empirical Investigation of the Use of Graphs. 31^{ème} Congrès de l'Association Francophone de Comptabilité (AFC), Nice, France (May 2010).

Cho, Charles H., Michelon, G., and Patten, D.M., *Impression Management in Sustainability Reports: An Empirical Investigation of the Use of Graphs.* 33rd European Accounting Association Annual Congress, Istanbul, Turkey (May 2010).

Cho, Charles H., Michelon, G., and Patten, D.M., *Impression Management in Sustainability Reports: An Empirical Investigation of the Use of Graphs.* 2010 Greening of Industry Network Conference, Seoul, South Korea (Jun 2010).

Cho, Charles H. and Rodrigue, M., *The Frontstage and Backstage of Sustainability Reporting: Evidence from the Arctic National Wildlife Refuge Bill.* 22nd International Congress on Social and Environmental Accounting Research, Saint Andrews, Scotland, UK (Sep 2010).

Croteau, Anne-Marie and Dubsky, J., *Uncovering Modes of Interorganizational Governance of IT.* Proceedings of the 44th Hawaii International Conference on System Sciences, Kauai, United States (accepted for publication in 2011).

Raymond, L., **Croteau, Anne-Marie**, and Bergeron, F. *La performance des TI expliquée par leur rôle stratégique, leur gestion et leur utilisation.* 15^{ème} colloque de l'Association Information et Management, La Rochelle, France (May 2010).

Donia, Magda, Johns, Gary, and Raja, U., *Do motives matter? Uncovering the value of motives underlying OCBs.* Paper presented at Academy of Management Annual Meeting, Montreal, QC (Aug 2010).

Edwards, Gwenth, *What is a strategic organizational practice for a multinational corporation?* Academy of Management Annual Meeting, Montreal, QC (Aug 2010).

Chikhouni, A., **Edwards, Gwyneth**, and **Farashahi, Mehdi**. *Institutional Duality and Emerging Country MNEs.* Academy of International Business, Brazil (Jun 2010).

Brotheridge, C., Murphy, P., and **Edwards, Gwenth** and **Sharma, Pramodita**, *Sustaining business: A meeting of management scholars and entrepreneurs.* Professional Development

Workshop at Academy of Management Annual Meeting, Montreal, QC (Aug 2010).

Saka-Helmhout, A. and **Edwards, Gwenth**, *Actors and agency: MNE innovation and change in diverse institutional settings.* Symposium at Academy of Management Annual Meeting, Montreal, QC (Aug 2010).

Gagné, Marylène, *The Motivational Leadership Training Program.* Invited presentation at the 4th International Self-Determination Theory Conference, Ghent, Belgium (May 2010).

Gagné, Marylène, Schabram, K., Briand, M., and Malorni, A. *Work motivation as a mediator of the relation between leadership and well-being.* Symposium presented (Chair, E. K. Kelloway) at the Annual Meeting of the Academy of Management, Montreal, QC (Aug 2010).

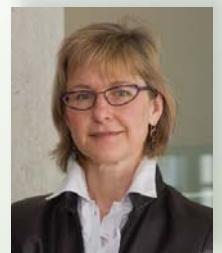
Chemolli, E., **Gagné, Marylène** and Rappagliesi, C. M., *Transactional leadership and motivation and work.* Paper presented at the Annual Meeting of the Administrative Sciences Association of Canada, Regina, SK (May 2010).

Chemolli, E. and **Gagné, Marylène**, *Motivation at work: From Continuum to Profile.* Symposium presentation (Chair: M. Gagné) at the 4th International Conference on Self-Determination Theory, Ghent, Belgium (May 2010).

Grenier, S., Chiochio, F. and **Gagné, Marylène**, *Team-level communication, autonomous motivation at work, and job satisfaction: A multilevel examination of cross-level effects.* Poster presented at the 4th International Conference on Self-Determination Theory, Ghent, Belgium (May 2010).

Collaianni, G., Batistelli, A., and **Gagné, Marylène**, *The role of work motivation in the relation among perceived supervisor support, dispositional resistance to change and innovative work behavior, according to the perspective of self-determination theory.* Poster presented at the 4th International Conference on Self-Determination Theory, Ghent, Belgium (May 2010).

Malär, L., Nyffenegger, B., **Grohmann, Bianca** and Krohmer, H., *Characteristics of Cult Brands.* Proceedings of the 39th Conference of the European Marketing Academy (EMAC), Copenhagen, Denmark (Jun 2010).



Michèle Paulin,
Associate Professor,
Department of Marketing



Michael Carney,
Associate Professor,
Department of Management

Thomas, D. and **Bianca Grohmann**, *Memory Effects of Retronasal Olfaction*. Proceedings of the 2010 Administrative Sciences Association of Canada (ASAC) Conference, Regina, SK (May 2010).

He, Luo and Thornton, D.B., *The Impact of Disclosures of Internal Control Weaknesses and Remediations on Investor-Perceived Earnings Quality*. Canadian Academic Accounting Association (CAAA) Annual Conference, Vancouver, BC (May 2010).

He, Luo and Thornton, D.B., *Earnings Management Priorities of Private Family Firms*. Working paper discussed at the Canadian Academic Accounting Association (CAAA) Annual Conference, Vancouver, BC (May 2010).

He, Luo and Thornton, D.B., *The Impact of Disclosures of Internal Control Weaknesses and Remediations on Investor-Perceived Earnings Quality*. Poster Session, The Chinese Accounting Professors' Association of North America (CAPANA) Conference, Chengdu, China (Jul 2010).

Johns, Gary, *What Journal Editors Want!!!*. Invited Speaker at the Postgraduate and Early Career Event, Institute of Work Psychology Conference on Work, Wellbeing, and Performance, University of Sheffield, England (Jun 2010).

Johns, Gary, *Why People Don't Go to Work and Why They Go to Work III: A Contextual view of Absenteeism and Presenteeism*. Invited Keynote Speaker at the Institute of Work Psychology Conference on Work, Wellbeing, and Performance, University of Sheffield, England (July 2010).

Johns, Gary, *The Future of Job Design*. Presenter at the Professional Development Workshop, Annual Meeting of the Academy of Management, Montreal, QC (Aug 2010).

Johns, Gary, *Attendance Dynamics at Work: The Antecedents of Absenteeism, Presenteeism, and Productivity Loss*. Annual Meeting of the Academy of Management, Montreal QC (Aug 2010).

Katsanis, Lea P. and Lynda Maddox. *Social Media (Web 2.0) to Physicians: Current Methods and their Future in the EU*. American Academy of Advertising 2010 European Conference, Milan, Italy (Jun 2010).

Kersten, Gregory, Wu, S. and B. Yu, B., *Negotiators' Profiles and Concession Patterns*. Proceedings of the Group Decision and Negotiation Conference, Delft, Netherlands (Jun 2010).

Kersten, Gregory, S. Wu. and Wachowicz, T., *Why do Students Negotiate? The Impact of Objectives on Behaviour, Process, and Outcomes*. Proceedings of the Group Decision and Negotiation Conference, Delft, Netherlands (Jun 2010).

Pontrandolfo, P., S. Wu, R. Moramarco and **Kersten, Gregory**, *Auctions and Negotiations in Transportation Service Procurement*. Proceedings of the Group Decision and Negotiations Conference, Delft, Germany (Jun 2010).

Lamertz, Kai and Morelli, M., *The relationship between shared organizational identity perceptions and organizational communication and coordination*. Proceeding of the Annual Conference of Administrative Sciences Association of Canada Organization Theory Division), Regina, SK (May 2010).

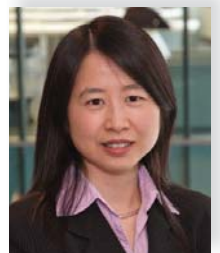
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Laroche, Michel, *How Culture Matters in Children's Purchase Influence: A Multi-Level Investigation*. Invited guest speaker at Keio University, Tokyo, Japan (Sep 2010).

Cleveland, M., Rojas-Méndez, J.I., **Laroche, Michel** and Nicolas Papadopoulos, *Globalization, Identity, Culture and Consumer Behavior: A Cross-Cultural Study of Chilean and Canadian Consumers*. In Proceedings of the 2010 Cultural Perspectives in Marketing Conference, Academy of Marketing Science, Lille, France (Jul 2010).

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Luo He,
Assistant Professor,
Department of Accountancy



Lorne Switzer,
Professor,
Department of Finance

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Ratiu, Catalin and Molz, Rick, *Entry strategies of Hungarian Small and Medium Sized Enterprise into mature market economies.* European Group of Organization Studies, Lisbon, Portugal (Jul 2010).

Paulin, Michèle, Ferguson, Ronald J. and J.-M. Fallu, *Trustworthiness and value co-creation in interfirm relational exchanges.* 18th International Colloquium in Relationship Marketing (ICRM), Henley Business School, Reading, UK (Sep 2010).

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BenLetaifa, S. and **Paulin, Michèle**, *Comparative analysis of information and communication technologies and the banking industry.* 10th EURAM Back to the Future, Hybrid Value Creation & Service-Dominant Logic, Rome, Italy (May 2010).

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Perrakis, Stylianos and Czerwonko, Michal, *Portfolio Selection with Transaction Costs and Jump-Diffusion Asset Dynamics: a Numerical Approach.* European Financial Management Association, Aarhus, Denmark (Jun 2010).

Perrakis, Stylianos and Czerwonko, Michal, *Portfolio Selection with Transaction Costs and Jump-Diffusion Asset Dynamics: a Numerical Approach.* IFM2, Mathematical Finance Days, Montreal, QC (May 2010).

Perrakis, Stylianos, Czerwonko, Michal, Khoury, N. and Savo, M., *One Security, Four Markets: Canada-US Cross-Listed Options and Underlying Equities.* European Financial Management Association, Aarhus, Denmark (Jun 2010).

Perrakis, Stylianos and Oancea, I.M., *Jump-Diffusion Option Valuation without a Representative Investor: a Stochastic Dominance Approach.* Multinational Finance Society, Barcelona, Spain (Jun 2010).

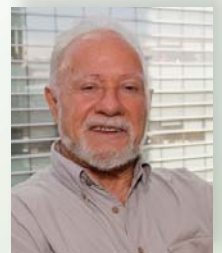
Perrakis, Stylianos and Oancea, I.M., *Jump-Diffusion Option Valuation without a Representative Investor: a Stochastic Dominance Approach.* Northern Finance Association, Winnipeg, MB (Sep 2010).

Qi, Yaxuan, Roth, L. and Wald, J.K., *How Legal Environments Affect the Use of Bond Covenants.* 18th conference on Pacific-Basin Finance, Accounting, Economics & Management, Beijing, China (Jul 2010).
Ross, Christopher, *First Class Trading Corporation: A Strategic Marketing Plan.* Presented at the Administration Sciences Association of Canada Conference, Regina, SK (May 2010).

Saad, Gad and Stenstrom, Eric, *Menstrual Cycle Effects on Consumption Desires, Product Usage, and Purchasing Behaviors.* Presented by E. Stenstrom at the HEC Student Conference on Business Research, Montreal, QC (May 2010).

Saad, Gad, and Stenstrom, Eric, *The Effects of the Menstrual Cycle on Consumption.* Presented by E. Stenstrom at the Human Behavior and Evolution Society Annual Conference (HBES), Eugene, OR, (Jun 2010).

Brundin, E. and **Sharma, Pramodita**, *Love, Hate and Desire: The Role of Emotional Messiness in the Business Family.* Presented at the 6th Annual Family Enterprise Research Conference, Cancun, Mexico (Apr 2010).



Stylianos Perrakis,
Professor,
Department of Finance



Zeynep Arsel,
Assistant Professor,
Department of Marketing

Brundin, E. and **Sharma, Pramodita**, Love, Hate and Desire: The Role of Emotional Messiness in the Business Family. Presented at the 10th IFERA World Family Business Conference, Lancaster; UK (Jul 2010).

Sharma, Pramodita and Salvato, C., Long lived family firms: Shifting family and business definitions in favour of continuity of the entrepreneurial spirit. Exploring identity issues in family firms Symposium (Chair: G. P. Tapis), Annual Meeting of the Academy of Management, Montreal, QC (Aug 2010).

Mussolino, D. and **Sharma, Pramodita**, Antecedents of paternalism in family firms. Presented at the 6th Annual Family Enterprise Research Conference, Cancun, Mexico (Apr 2010).

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Salvato, C. and **Sharma, Pramodita**, Exploiting and Exploring new opportunities over life cycle stages of family firms. A commentary on 'Knowledge combination and the advantages of family firms in searching for opportunities' by James Fiet & Pankaj Patel. Theories of Family Enterprise conference, Edmonton, AB (May 2010).

Sharma, Pramodita and Sharma, Sanjay, Drivers of proactive environmental strategies in family firms. Paper presented at the Fourth Gronen Conference, Bocconi University, Milano, Italy (Jun 2010).

Sharma, Pramodita and Sharma, Sanjay, The influence of familiness on proactive environmental strategies in family firms. Presentation at the Annual Meeting of the Academy of Management, Montreal, QC (Aug 2010).

Sharma, Sanjay, Sustainable Global Enterprise: Building Research on Caring and Daring MNEs. Presentation at the Annual Meeting of the Academy of Management, Montreal, QC (Aug 2010).

Sharma Sanjay, Sustainability in a Transition Economy. Opening Keynote Speech at the 21st Annual Conference of the International Association of Business and Society, Banff, AB (Mar 2010).

Song, Byron and Kim, J-B., Auditor Quality and Ownership Structure of Syndicated Loan Deals.

2010 American Accounting Association Annual Meeting, San Francisco, CA (Aug 2010).

Stenstrom, Eric, Gad Saad, Marcelo Nepomuceno, and Zack Mendenhall, Prenatal androgens and Domain-Specific Risk: Digit Ratio Predicts Financial, Recreational, Social, and Ethical Risk-Taking Propensity. Human Behavior and Evolution Society Annual Conference (HBES), Fullerton, CA (May 2009).

Switzer, Lorne, Default Risk Estimation, Bank Credit Risk, and Corporate Governance. 2010 Meetings of the European Operations Research Society (EURO XXIV), Lisbon, Portugal (Jul 2010).

Switzer, Lorne, Dynamic Trading Strategies with Commodity Futures. 2010 Meetings of the European Financial Management Association, Aarhus, Denmark (Jun 2010).

Switzer, Lorne, Market Pressure, Arbitrage, and Returns from Commodity Futures. Delivered at the 2010 Northern Finance Association Meetings, Winnipeg, MB (Sep 2010).

Switzer, Lorne, Momentum Strategies and Futures Market Efficiency. Delivered at the 2010 European Financial Management Association Meetings, Aarhus, Denmark (Jun 2010).

Switzer, Lorne, Return Predictability for Commodities. Delivered at the 2010 Association Française Finance conference, St. Malo, France (May 2010).

Vidyarthi, Navneet, Risk Management in Supply Chains: Review, Trends, and Prospects. Global Supply Chain Management Conference, SUNY Plattsburgh, Plattsburgh, NY (Jun 2010).

Vidyarthi, Navneet, Supply Chain Network Design for Segmented Markets with Service-Level Differentiated Customers. ALIO-INFORMS Joint International Meeting, Buenos Aires, Argentina (Jun 2010).

Vidyarthi, Navneet, Service System Design with Immobile Servers, Stochastic Demand and Multiple Customer Classes. Optimization Days, Montreal, QC (May 2010).

Vidyarthi, Navneet, A Framework for Evaluation of Information Technology Alternatives for Supply Chain Management. International



Judith Walls,
Assistant Professor,
Department of Management



Paul Shrivastava,
Professor,
Department of Management

Conference on Business and Information Technology: Contemporary Research and Development (ICBIRD), Ghaziabad, India (Feb 2010).

Marsh, J., Kotrozo, J. and **Walls, Judith L.**, *What Combinations of Monitoring Work? Applying Set-Theoretic Methods to Corporate Governance*. New Directions for Corporate Governance Research: Configurations & Comparative Approaches. Annual Meeting of the Academy of Management, Montréal, Qc (Aug 2010).

Walls, Judith L., *Examining Institutional Deviance: Board Diversity, Network Effects and Environmental Behavior*. Alliance for Research on Corporate Sustainability Conference, Harvard Business School, Boston, MA (May 2010).

Walls, Judith L. and Hoffman, A.J., *Micro-Processes of Positive Organizational Deviance: The Board of Directors as a Sense-Making Filter*. Alliance for Research on Corporate Sustainability, Harvard Business School, Boston, MA (May 2010).

Wassmer, Ulrich, Madhok, A. and Li, S. *Network resource accumulation strategies, environmental uncertainty, and performance: Evidence from the global air transportation industry*. Strategic Management Society Annual Conference, Rome, Italy (Sep 2010).

Wassmer, Ulrich and Martens, M. *Accessing substantive network resources versus window-dressing: Alliance portfolios in initial public offering firms*. Strategic Management Society Annual Conference, Rome, Italy (Sep 2010).

Wassmer Ulrich, Paquin Raymond and Sharma, Sanjay, *What We Know And Don't Know About Environmentally Focused Partnerships*. EURAM 2010, Rome, Italy (May 2010).

Wassmer, Ulrich, Sharma, Sanjay and Paquin, Raymond, *Environmental sustainability and interorganizational collaboration: A review and research agenda*. Presentation at the Annual Meeting of the Academy of Management, Montreal, QC (Aug 2010).

Meschi, P. X. and **Wassmer, Ulrich**, *Joint venture termination in emerging economies: The role of alliance networks and network embeddedness of foreign partners*. Annual Meeting of the Academy of Management, Montreal, QC (Aug 2010).

Books and book reviews

Brivot, Marion, *Modèles structurationnistes des effets de la technologie sur le social*. In *Comprendre l'instrumentation de gestion*. Introduction aux approches sociales. E. Chiapello and P. Gilbert (eds.), (accepted for publication).

Carney, Michael, Book review of *Business Innovation In Asia: Knowledge and technology networks from Japan* by D. McNamara, London and New York: Routledge (2009), Pacific Affairs 83:3 (2010):597-598.

Croteau, Anne-Marie, Beaudry, Anne, and Holm, J., *Assessing Relational e-Strategies Supporting Business Relationships*, Chapter 28 in *Encyclopedia of E-Business Development and Management in the Global Economy* by In Lee, IGI Global Series (2010).

Gagné, Marylène and Bhawe, Devasheesh P., *Autonomy in the workplace: An essential ingredient to employee engagement and well-being*. In *Human Autonomy in Cross-cultural context*. V. Chirkov, R. M. Ryan, and K. M. Sheldon (Eds), New York, NY: Springer (2010).

Meyer, J. P., Parfyonova, N., and **Gagné, Marylène**, *Motivation and commitment*. In *Handbook of employee engagement*, S. Albrecht (Ed), UK: Edward Elgar (2010).

Kersten, Gregory E. and H. Lai, *Electronic Negotiations: Foundations, Systems, and Processes*. In *Group Decision and Negotiation Handbook*, C. Eden and M. Kilgour (Eds), New York, NY: Springer (2010).

Laroche, Michel, *CB As I See it*. In *Consumer Behaviour: Buying, Having, and Being*, M.R. Solomon, J. L. Zaichkovsky, and R. Polegato (eds.), 5th edition, Toronto, ON: Pearson Education Canada (2010).

Dubé, L., A. Bechara, A. Dagher, A. Drewnowski, **LeBel, Jordan L.** (Eds). *Obesity Prevention: The Role of Brain and Society on Individual Behavior. A Handbook for Integrative Science, Policy and Action to Stop the Progression of the Obesity Pandemic*, Dubé, Bechara, Dagher, Drewnowski, LeBel (Eds). London: Elsevier Science (2010).

Richman Kenneally, R., and **LeBel, Jordan L.** (Guest Eds) *Material Culture Review*. Special issue on *Domestic Foodscapes*, vol. 70 (Fall 2009).



Pramodita Sharma,
Professor,
Department of Management





Gary Johns,
Department of Management,
Professor

Shrivastava, Paul Manuscript development of "Strategic Management of the Climate Crisis" (co-author Timo Busch, ETH, Zurich).

Varbanova, Lidia, *Strategic Planning for Learning Organizations in the Cultural Sector*. European Cultural Foundation, Amsterdam and Soros Foundation, Moldova; with support of the Dutch Ministry Foreign Affairs' Matra Programme (Russian and Romanian versions in press 2010).

Other distinctions

Appelbaum, Steven H., "CEO Compensation as a Process and a Product of Negotiation" listed on SSRN's Top Ten download list for CGN: Negotiations (Topic).

Appelbaum, Steven H., "Retention strategies in aerospace turnover: a case study", originally published in *Career Development International* was selected for inclusion in *Invaluable Knowledge* by the American Management Association.

Beaudry, Anne, appointed Program Chair of the Information Systems Division at the Administrative Sciences Association of Canada 2010 Annual Conference and Session Chair of the Information Systems Sessions at the Administrative Sciences Association of Canada 2010 Annual Conference.

Cho, Charles, awarded the RBC Professorship in Responsible Organizations (2010-2015); appointed Discussant for the 2010 (31^{ème}) Congrès de l'Association Francophone de Comptabilité (AFC), 2010 Colloque on "Comptabilité, Multivocalité et Diversité" and 2010 Canadian Academic Accounting Association Annual Conference; appointed Reviewer for the 2010 (6th) Asian Pacific Interdisciplinary Research in Accounting Conference.

Gagné, Marylène, awarded RBC Professorship in Work Motivation 2010-2015.

Laroche, Michel, appointed Special Issue Editor, *Journal of Business Research on Globalization, Culture and Marketing Strategy* (forthcoming in 2011) and Member of the organizing committee of the 2011 Annual Conference of the *Conseil québécois du commerce de détail* (Montreal).

Paulin, Michèle, awarded RBC Professorship in Relationship Marketing Strategy 2010-2015.

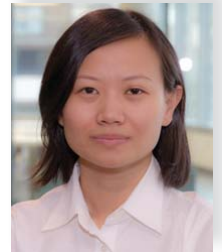
Perrakis, Stylianos, awarded RBC Professorship in Financial Derivatives 2010-2015.

Qi, Yaxuan, awarded the Manulife Financial Professorship in Financial Planning.

Sharma, Sanjay, Panelist, ONE Doctoral Consortium and SIM/ONE Junior Faculty Consortium, Annual Meeting of the Academy of Management, Montreal, QC (Aug 2010).

Vahidov, Rustam, awarded RBC Professorship in Interorganizational Governance of Information Technology 2010-2015.

Walker, Thomas, awarded Laurentian Bank Professorship in Risk Management.



Yaxuan Qi,
Assistant Professor,
Department of Finance